HIGHPOINT X CISCO
Partner

Case Study

Global Fashion Retailer Transforms Data Center with HighPoint & Cisco

A global fashion retailer with 29,000 employees across 40+ countries needed a modern data center to support ambitious new business functions, enhance customer experiences, and improve cost efficiency. Facing a tight execution deadline, the company turned to HighPoint to design and deliver a transformative solution.

Challenges

The retailer faced pressing demands:

- **Support for Growth:** Infrastructure needed to enable new digital experiences (catalogues, showrooms-on-demand)
- **Cost Efficiency:** Desire to consolidate strategy for savings and scalability
- **Deadline Pressure:** Execution required within a strict timeline, leaving no room for error
- **Sustainability Goals:** Required environmentally responsible recycling of legacy equipment

> *"HighPoint and Cisco enabled us to build a data center that not only meets today's demands but also sets us up for the future — faster, more secure, and more cost-effective than we imagined."*

Impact

The partnership delivered significant results:

- Three-year transformation strategy executed successfully
- Faster deployment with a turnkey, converged infrastructure
- Operational cost savings and improved budget predictability
- Future-proof architecture combining the best of cloud and off-site solutions
- Enhanced resilience with improved backup and malware protection

Solution

HighPoint, as a Premier Cisco Partner, designed a converged architecture solution that aligned with both short- and long-term goals. Key elements included:

- Unified Cisco-powered infrastructure spanning storage, compute, and networking
- Sustainable recycling of legacy data center equipment
- Scalable design to meet current needs and support future growth
- Exclusive financial packages and Cisco Capital support, including 0% interest financing
- Bundled cost-efficient solutions enabling operational savings and investment readiness

Key Achievements

- Converged architecture implemented in record time
- Significant cost savings through Cisco Capital financing
- Sustainable recycling of all legacy equipment
- Future-ready infrastructure for evolving business functions
- Strengthened IT resilience and security posture

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